

Message Text

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ACTION COME-00

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R 060645Z JUN 75

FM AMEMBASSY ATHENS

TO SECSTATE WASHDC 9024

INFO AMEMBASSY BRUSSELS

AMCONSUL THESSALONIKI

UNCLAS ATHENS 4170

E.O. 11652: N/A

TAGS: BEXP, BMEP, GR

SUBJ: PRODUCT OPPORTUNITY: BELT CONVEYORS FOR LIGNITE

REF A. STATE 107921; B. ATHENS 2536; C. STATE 066593;

D. ATHENS 1199; E. ATHENS A-37; F. ATHENS 400

1. EMBASSY HAS ADVISED PTOLEMAIS LIGNITE MINING AND INDUSTRIAL COMPANY (LIPTOL) AND PUBLIC POWER CORPORATION (PPC) OF ROBIN'S INTEREST IN SUBJECT PROJECT. EMBASSY WILL GLADLY PRESENT ROBIN'S LITERATURE TO THESE AGENCIES WHEN RECEIVED.

2. PROFESSOR HARALAMBOS TSOUTRELLIS, GENERAL MANAGER, LIPTOL, HAS TOLD EMBREP THAT TENDERS FOR CONVEYOR BELT SYSTEM WILL BE ISSUED IN JANUARY 1976, OR SIX MONTHS AFTER ISSUANCE OF TENDERS FOR SUPPLY OF BUCKET-WHEEL EXCAVATORS AND STACKERS (SEE REF F), WHICH IS SCHEDULED FOR LATER THIS MONTH.

3. GENERAL DIRECTOR TSOUTRELLIS INDICATED THAT HE WELCOMES PARTICIPATION OF US FIRMS AND BELIEVES THEY CAN SUBMIT ATTRACTIVE PROPOSALS ON CONVEYOR BELT PROJECT SUPPORTED BY EXIM FINANCING. HE CAUTIONED THAT ONLY ABOUT 20 PERCENT OF PROJECT VALUE WOULD REPRESENT FOREIGN EQUIPMENT AND SERVICES, THE BULK TO BE MANUFACTURED LOCALLY. HE INDICATED THAT FOREIGN CONTRIBUTION WOULD CONSIST OF GEARS, MOTORS, HEAD DRIVES AND KNOW-HOW.

4. AS OF POSSIBLE INTEREST TO PROSPECTIVE US BIDDERS, BELOW ARE NAMES OF LEADING LOCAL STEEL FABRICATING FIRMS REPORTEDLY INTERESTED

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IN BOTH PROJECT, FURNISHED BY COMPETENT LIPTOL OFFICIAL:

A. BIEX INDUSTRIAL INSTALLATIONS CO, INC.
MANDRA ATTIKIS (23RD KILOMETER ON NATIONAL ROAD TO CORINTH)
B. ACHILLES S. COUPPAS & CO, ENGINEERS, LTD.
36 ASKLIPIOU AND METHONIS STREETS PIRAEUS
C. DEXION HELLAS MANUFACTURERS OF STEEL PRODUCTS, S.A.
8 ERMOU STREET, ATHENS
D. ELEUSIS SHIPYARDS, S.A.
ELEUSIS
E. GREEK POWDER AND CARTRIDGE CO, INC.
20 AMALIAS STREET, ATHENS
F. HELLENIC SHIPYARDS CO, S.A.
SKARAMANGA
G. METKA METAL CONSTRUCTIONS OF GREECE, S.A.
36 TRITIS SEPTEMBRIOU STREET, ATHENS
H. NEORION SHIPYARD SYROU CO, LTD.
9 PHILELLINON STREET, ATHENS.
KUBISCH

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